



## Q3 FY 2024 RESULTS CONFERENCE CALL

For the three-month period ended December 31, 2023  
February 7, 2024

# FORWARD-LOOKING STATEMENTS

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Certain statements in this MD&A are forward-looking statements subject to risks, uncertainties and other important factors that could cause the Corporation's actual performance to differ materially from those expressed in or implied by such statements. These statements are provided for the purpose of assisting the reader in understanding the Corporation's financial performance and prospects and to present management's assessment of future plans and operations. The reader is cautioned that such statements may not be appropriate for other purposes.

They may be impacted by factors including, but not limited to customers, supply chain, the aerospace industry and the economy in general; the impact of other worldwide geopolitical and general economic conditions; industry conditions including changes in laws and regulations; increased competition; the lack of availability of qualified personnel or management; availability of commodities and fluctuations in commodity prices; financial and operational performance of suppliers and customers; foreign exchange or interest rate fluctuations; and the impact of accounting policies issued by international standard setters. For further details, please see the Risk Management section of the Corporation's MD&A for the fiscal year ended March 31, 2023. Readers are cautioned that the foregoing list of factors that may affect future growth, results and performance is not exhaustive, and undue reliance should not be placed on forward-looking statements.

Although management believes the expectations conveyed by the forward-looking statements, and while they are based on information available on the date such statements were made, there can be no assurance that such expectations will prove to be correct and readers are advised that actual results may differ from expected results. All subsequent forward-looking statements, whether written or orally attributable to the Corporation or persons acting on its behalf, are expressly qualified in their entirety by these cautionary statements. Unless otherwise required by applicable securities laws, the Corporation expressly disclaims any intention, and assumes no obligation to update or revise any forward-looking statements whether as a result of new information, future events or otherwise.



# Q3-FY24 HIGHLIGHTS

Sales of

**\$164 million**

Trailing 12-month sales above

**\$600 million**

Rapidly approaching historical performance levels in terms of profitability.



# CURRENT CHALLENGES AND LONG-TERM AEROSPACE OPPORTUNITIES

## 1. Delivery Challenges and Supply Chain Pressures

- Addressing linearity challenges in quarterly deliveries.
- Navigating ongoing pressures in the aerospace supply chain.

## 3. Positive Long-Term Aerospace Outlook

- Global passenger traffic nearing pre-pandemic levels.
- IATA forecasts surpassing pre-pandemic levels in 2024, driving new aircraft orders.

## 2. Resilience and Confidence

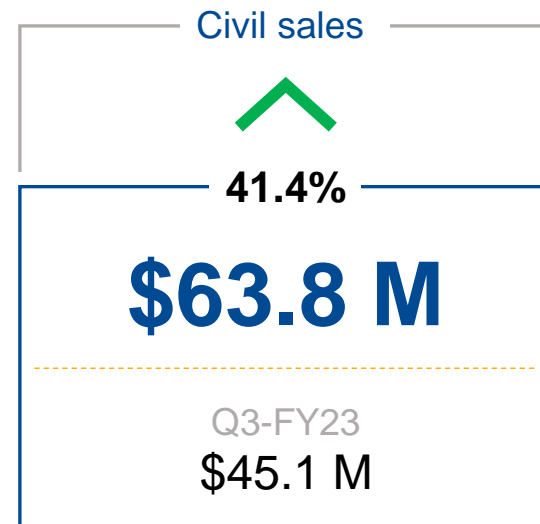
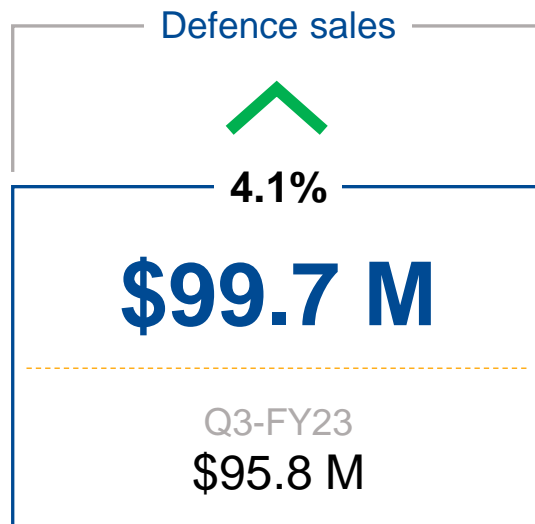
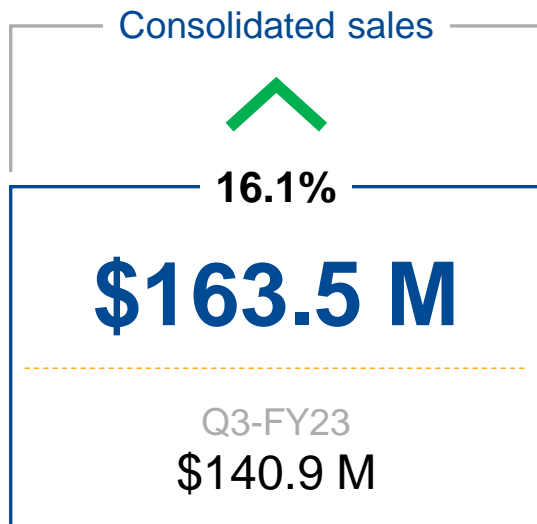
- Demonstrated resilience and adaptability.
- Confidence in overcoming current challenges and making further progress.

## 4. Defence opportunities

- Opportunities for new aircraft programs in key regions like the U.S., U.K., Western Europe, and the Pacific area.



# Q3-FY24 FINANCIAL HIGHLIGHTS



Increase in deliveries for the Boeing 777 and Embraer Praetor programs.



# Q3-FY24 FINANCIAL HIGHLIGHTS



## Gross profit

Q3-FY24

**\$29.1 M**

17.8%

Q3-FY23

**\$19.9 M**

14.1%

## Operating income

Q3-FY24

**\$15.6 M**

9.5%

Q3-FY23

**\$5.1 M**

3.6%

## Net income

Q3-FY24

**\$9.0 M**

Q3-FY23

**\$1.8 M**

## Adjusted EBITDA\*

Q3-FY24

**\$24.5 M**

15.0%

Q3-FY23

**\$14.1 M**

10.0%

## Earnings Per Share – Diluted

Q3-FY24

**\$0.27**

Q3-FY23

**\$0.05**

## Cash flows related to operating activities

Q3-FY24

**\$11.0 M**

Q3-FY23

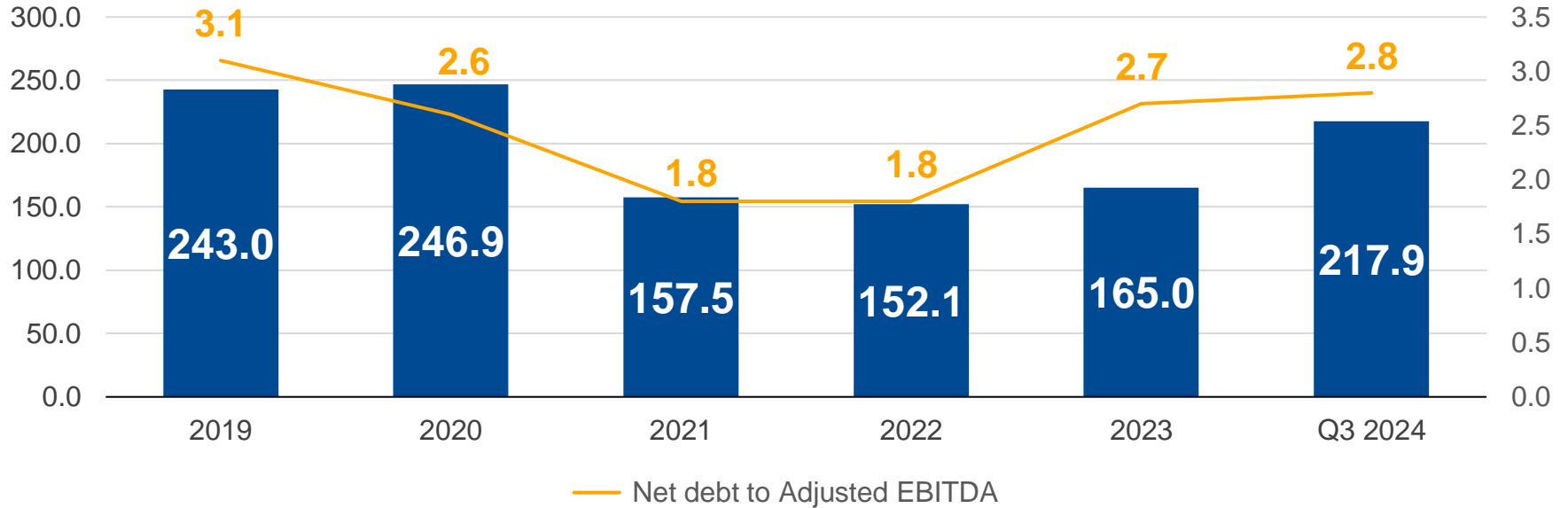
**\$5.2 M**

\*This is a non-IFRS financial measure which does not have a standardized meaning prescribed by IFRS and may therefore not be comparable to similar measures presented by other issuers. Refer to the "Non-IFRS measures" slide on page 11 for further details.





## Net debt position (millions)





**OUR  
PRIORITIES**

Automate manufacturing  
processes wherever feasible

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Restore the health of our  
supply chain

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Continuing pricing initiatives in  
response to inflationary pressures

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# LOOKING AHEAD

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**Robust growth forecasts  
and new aircraft programs  
in civil and defense sectors.**

**New business opportunities  
and strategic initiatives  
momentum driving  
sustained growth beyond  
historical performance.**



THANK  
YOU



# NON-IFRS MEASURES

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The information included in this presentation contains certain financial measures\* that are not prescribed by International Financial Reporting Standards (“IFRS”) and are not likely to be comparable to similar measures presented by other issuers.

**Adjusted EBITDA** — Operating Income excluding amortization expense and non-recurring items.

